

Message Text

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PAGE 01 QUITO 03953 151632Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-07 /022 W
-----152053Z 079311 /62

R 151335Z JUN 77
FM AMEMBASSY QUITO
TO USDOC WASHDC
INFO SECSTATE WASHDC 4731
AMCONSUL GUAYAQUIL

UNCLAS QUITO 3953

E.O. 11652: N/A
TAGS&1 BTIO, BEXP, EC
SUBJECT: INVESTMENT OPPORTUNITY: GRIJALVA & CIA.

1. GRIJALVA & CIA., OLMEDO 560 Y BUSTAMANTE, QUITO, ECUADOR, HAS INDICATED AN INTEREST IN DISCUSSING JOINT-VENTURE ARRANGEMENTS WITH U.S. FIRMS FOR THE MANUFACTURE OF BATHROOM EQUIPMENT (SINKS, BATHTUBS, WALLS, FLOORING, FIBERGLASS ROOFING, AND MARBLE FIXTURES); HARDWARE (HINGES, SCREWS, NUTS, RINGS, DRAW LATCHES, AND KEY BLANKS); AND CHILDREN'S TOYS (METAL, WOODEN, AND PLASTIC, STUFFED ANIMALS, CATS, PERAMBULATORS, AND TRICYCLES), GRIJALVA

WISHES TO ACQUIRE DIES AND FULL TECHNOLOGY FOR THE PRODUCTION OF THESE ITEMS BUT WILL ALSO CONSIDER OFFERS OF COMPLETE PLANTS, FOR WHICH IT WOULD SUPPLY THE SITE AND ANY ADDITIONAL CONSTRUCTION THAT MIGHT BE NECESSARY.

2. FOUNDED IN 1945, GRIJALVA & CIA. IS A GENERAL HARDWARE STORE WITH 15 EMPLOYEES AND REGISTERED CAPITAL OF \$17,857. ANNUAL SALES ARE \$535,714 AND TOTAL ASSETS \$107,143. GRIJALVA IMPORTS AND DISTRIBUTES HARDWARE PRODUCTS. IT REPRESENTS, IN ADDITION TO A NUMBER OF BRITISH, GERMAN, JAPANESE, AND OTHER FOREIGN FIRMS, THE FOLLOWING U.S. COMPANIES: SCHLAGE LOCK COMPANY, DISSTON, UNCLASSIFIED

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OVERSEAS EQUIPMENT CO., INC., J.H. WILLIAMS, STANLEY, UNITED EXPORT CORPORATION, BUSH JAEGAR, B.S.A. SMALL TOOLS, AND OTHERS05 THE COMPANY'S BANK REFERENCES ARE BANCO LA PREVISORA, CALLE ESPEJO 925, QUITO; BANCO AMAZONAS, 10 DE AGOSTOH IQUN QUITO; AND BANCO DEL PICHINCHA, VENEZUELA Y ESPEJO, QUITO.

3. GRIJALVA HAS RECENTLY FORMED THREE INDUSTRIAL FIRMS FOR THE PRODUCTION OF THE ITEMS MENTIONED IN PARA (1). THE COMPANIES ARE NAMED FABRICA DE SANITARIOS ECUATORIANOS, TALLER METALMECANICO EL LABRADOR, AND FABRICA DE JUGUETES Y METALMECANICAS EL NHHE. AT PRESENT THESE COMPANIES DO NOT HAVE THE FULL RANGE OF TECHNOLPGY THEY REQUIRE.

GRIJALVA CLAIMS THAT THE EXPORT-IMPORT BANK HAS APPROVED A LOAN OF \$1 MILLION FOR TW DEVEL KMENT OF ITS MANUFACTURING CAPACITY.

4. FOR FURTHER INFORMATION, U.S. COMPANIES SHOULD CONTACT GUSTAVO GRIJALVA ORTIZ, GRIJALVA & CIA. OLMEDO 560 Y BUSTAMANTE, CASILLA 162, QUITO, ECUADOR. TELEPHONE: 210369 OR 213959. CABLE: GRIJALVACO.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
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Decaption Note:
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Disposition Approved on Date:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2142082
Secure: OPEN
Status: NATIVE
Subject: INVESTMENT OPPORTUNITY: GRIJALVA & CIA.
TAGS: BTIO, BEXP, EC
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/8d15777c-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009